

NWN Appendix C, Pricing Index

The following "Major Product" categories are priced on a discount from MSRP

PRODUCT DESCRIPTION	Customer Discount	Description of MSRP
Projectors		
Viewsonic	31 - 50%	Manufacturer List Price
Sony	39 - 49.74%	Manufacturer List Price
Canon	25-39%	Manufacturer List Price
NEC	34 - 41%	Manufacturer List Price
Cameras		
Fujifilm	11 - 37%	Manufacturer List Price
Scanners		
Canon	12 - 39%	Manufacturer List Price
Visioneer	9 - 30%	Manufacturer List Price
Microtek	3 -23%	Manufacturer List Price
Power Protection		
Powerware Systems	23 -38%	Manufacturer List Price
Tripp Lite	22 - 34%	Manufacturer List Price
Services		
Installation and Setup	\$50/hour	

The following "Other Peripherals/Components" Categories are priced on a percentage over the vendors cost.

Other Peripherals/Components	% Mark over Vendor Cost
CPU Upgrades: Intel, ASUS, Tyan, StarTech, Antech Solution, Acer	6%
Input Devices: Logitech, Microsoft, Belkin, Kensington, Labtec, Cables to Go, Adaptec, Aten Technology, Avocent, logear, Startech, Targus, Linksys, D-Link,	6%
Multimedia: Creative Technology, Aopen, Logitech, Altec Lansing, Labtec	6%
Data Storage/Drives:: Seagate, Maxtor, Pioneer, Plextor, Western Digital, Adaptec, Buffalo Technology, Buslink, I/O Magic, Imation, Iomega, Lacie, TEAC, Verbatim	6%
Memory: SimpleTech, SanDisk, Kingston, Lexar, Smart Modular, Startech, Verbatim, Edge Tech Corp,	6%
Modems: Socket, Zoom, Creative Technology, Xircom, US Robotics,Brooktrout Technology, Avocent, Hawking Technologies, Jaton, Lantronix, Cnet, Aten Technology	6%
Storage Cases: Kensington, Targus, Case Logic, Fujitsu	6%

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